



**CITY OF NOVI CITY COUNCIL
MARCH 28, 2022**

SUBJECT: Approval to replace/upgrade the phone system at the Novi Police Department's Communications Center through an arrangement with Oakland County at a cost not to exceed \$74,410 from Motorola Solutions, Inc. the approved vendor for the County.

SUBMITTING DEPARTMENT: Public Safety – Police Department

EXPENDITURE REQUIRED	\$74,410
AMOUNT BUDGETED	\$75,000
APPROPRIATION REQUIRED	N/A
LINE ITEM NUMBER	101-301.00-980.00

BACKGROUND INFORMATION:

In 2017, a new phone system was installed in the Novi Police Department's Communications Center. That system by Emergency Callworks, now known as Motorola Solutions, included hardware, software, and a five-year warranty which expires on May 30, 2022. The equipment was purchased by the City of Novi through the Oakland County master contract. As part of this project, Oakland County paid for the purchase and maintenance of all the core "host" equipment, the backup center located in Pontiac, and the software for the data centers and all the Dispatch Centers. Since this is a networked system, it was important that all Dispatch Centers remain on the same version of software, which is part of the reason Oakland County assumed that cost. The city of Novi was responsible only for the local remote workstation hardware and maintenance of that hardware.

Although the warranty for the City of Novi does not expire until May 30, 2022, the County contract expires in December of 2021. Subsequently, Oakland County has negotiated a five year warranty extension and hardware refresh for all Dispatch Centers, including the City of Novi. The new warranty end date is January 31, 2026. The goal of the County is to have all local Dispatch Center contracts expire on the same

date as the County, January 31, 2026. Motorola has prorated the cost of the City of Novi warranty renewal based on the number of workstations and length of time between the end of our current contract (May 30, 2022) and the end of the extended contract negotiated by Oakland County (January 31, 2026).

Oakland County and Motorola Solutions, Inc. have entered into an agreement for the purchase of New Generation 911 Equipment and Services. The equipment and warranty for the City of Novi is a not to exceed amount of \$74,410.

Legal counsel has reviewed this matter and opines there is no legal impediment which precludes the City of Novi from executing this agreement.

RECOMMENDED ACTION: Approval to replace/upgrade the phone system at the Novi Police Department's Communication Center through an arrangement with Oakland County at a cost not to exceed \$74,410 from Motorola Solutions, Inc. the approved vendor for the County.



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MEMORANDUM

TO: Scott Baetens, Deputy Chief of Police

FROM: Joellen Shortley, Esq.

RE: Contract with Motorola Solutions/Emergency CallWorks, Inc. for 911 Equipment and Services

DATE: March 8, 2022

There are no outstanding legal issues concerning the contract for the Purchase of NG9-1-1 equipment and services with Motorola Solutions, Inc., formerly known as Emergency CallWorks, Inc., for 911 Equipment and Services.

The contract is based upon the agreement between Oakland County and Motorola for the purchase of next generation 911 equipment and services. The City's contract indicates the sections in the County agreement that do not apply to the City contract and provides alternative language, where applicable.

If the contract is approved, the City will agree to abide by the terms of the agreement between the County and Motorola. The City will be considered a user of the software provided through the license received by the County.

Motorola's liability to the City for all claims except personal injury or death, will be limited to \$74,410, which is the cost of the equipment and services.

MEMORANDUM



TO: ERICK ZINSER
DIRECTOR OF PUBLIC SAFETY / CHIEF OF POLICE

FROM: ALAN PATTERSON / COMMUNICATIONS MANAGER

SUBJECT: MOTOROLA SOLUTIONS PHONE SYSTEM

DATE: MARCH 8, 2022

In 2017, a new phone system was installed in the Novi Police Department's Communications Center. That system by Emergency Callworks, now known as Motorola Solutions, included hardware, software, and a five-year warranty which expires on May 30, 2022. The equipment was purchased by the City of Novi through the Oakland County master contract. As part of this project, Oakland County paid for the purchase and maintenance of all the core "host" equipment, the backup center located in Pontiac, and the software for the data centers and all the Dispatch Centers. Since this is a networked system, it was important that all Dispatch Centers remain on the same version of software, which is part of the reason Oakland County assumed that cost. The city of Novi was responsible only for the local remote workstation hardware and maintenance of that hardware.

Although the warranty for the City of Novi does not expire until May 30, 2022, the County contract expires in December of 2021. Subsequently, Oakland County has negotiated a five year warranty extension and hardware refresh for all Dispatch Centers, including the City of Novi. The new warranty end date is January 31, 2026. The goal of the County is to have all local Dispatch Center contracts expire on the same date as the County, January 31, 2026. Motorola has prorated the cost of the City of Novi warranty renewal based on the number of workstations and length of time between the end of our current contract (May 30, 2022) and the end of the extended contract negotiated by Oakland County (January 31, 2026). That prorated time frame is three years and seven months and affects only the warranty portion of the costs. Although this project was anticipated, final costs were unknown until provided by Thomas Gavin, Solution adviser at Motorola Solutions, on June 21, 2021.

	Per Year	Total
Warranty onsite maintenance	\$7,200	\$25,776
Extended Warranty	\$836.65	\$2,509.95
Hardware Refresh		\$46,123.35
Total Cost		\$74,409.30

Included in the hardware refresh:

- Four dual video Callworks Phone PCs
- Eight 22" monitors
- Four VOIP phones
- Four external keypads
- Switches, Ports, cables, etc.
- All necessary licensing
- Installation and system configuration

Install of new hardware would take place at the end of our current warranty which is May 30, 2022.

Payment Schedule for Hardware Refresh & Hardware Warranty Purchase (due net 30 days upon invoice):

20% upon order of the hardware

30% upon County's receipt of hardware at an agreed upon location

30% at Data Center/PSAP Install

20% at Re-acceptance

CONTRACT FOR THE PURCHASE OF NG9-1-1 EQUIPMENT AND SERVICES

The Parties hereby enter into this contract, effective on _____, 2021 ("Effective Date"), between Motorola Solutions, Inc. f/k/a Emergency CallWorks, Inc. ("MSI" or "ECW") and City of NOVI ("City of NOVI"), for the purchase of Next Generation 911 Equipment and Services ("End User Contract").

Whereas, MSI and the County of Oakland, MI, entered into a Contract (No. 004698) for the purchase of Next Generation 911 Equipment and Services ("Contract"), which was amended (under Amendment 3) December 18, 2020 to, among other things, update Exhibit VI to reflect new pricing for Non-Oakland County users and extend the term of the Contract through January 31, 2026. A copy of the Contract and Amendment 3 (collectively referred to herein as the "Primary Contract") is attached hereto and incorporated herein by reference as Exhibit A.

For an amount not to exceed \$74,410.00, City of NOVI agrees to abide by the terms and conditions of the Primary Contract, including its Exhibits, and whenever "County" is referred to in the Primary Contract, and only for purposes of this End User Contract, it will have the same effect as referring to City of NOVI, except as set forth below:

1. **Section 5.1 of the Contract shall be replaced in its entirety with the following:**
 - a. **Performance of Deliverables.** Contractor shall provide all Deliverables and Equipment identified in and as set forth in Exhibits II and VI or any Amendments to the Primary Contract.
2. **Section 5.2 of the Contract is hereby deleted for purposes of this End User Contract.**
3. **Section 5.4 of the Contract shall be replaced in its entirety with the following:**
 - a. **Financial Obligations.** Except as otherwise set forth in this End User Contract, City of NOVI sole financial obligation hereunder shall be set forth Exhibits IV and VI of the Primary Contract. The amount and manner of payment of the financial obligation shall be a Purchase Order based on its respective amount in Exhibit VI of the Primary Contract.
4. **Section 5.5 of the Primary Contract shall be replaced in its entirety with the following:**
 - a. **Payment Obligations.** Except as otherwise set forth in Exhibits II, IV and VI, Contractor shall submit an invoice to City of NOVI Contract Administrator, or equivalent, itemizing amounts due and owing under this Contract, as of the date of the invoice. Invoices shall contain the following information: (a) County Contract Number; (b) itemized list of Deliverables;

(c) Contractor Tax ID Number (federal and State); and (d) any other information reasonably requested by City of NOVI shall have no obligation to make a payment under this End User Contract until an invoice is submitted in the form set forth herein and shall have no obligation to pay for Deliverables, which have not been invoiced (as required herein). Unless otherwise set forth in Exhibit II, City of NOVI shall only pay Contractor for Deliverables under this End User Contract and not any subcontractors or assignees of Contractor.

5. **Section 7.4 of the Primary Contract shall be replaced in its entirety with the following:**

a. **Limitation of Liability.** Except for Claims resulting in personal injury or death, Contractor's total liability, whether for breach of contract, warranty, negligence, strict liability in tort, indemnification, or otherwise, will be limited to the direct damages recoverable under law, but not to exceed One Hundred Twelve Thousand Dollars (\$74,410.00). ALTHOUGH THE PARTIES ACKNOWLEDGE THE POSSIBILITY OF SUCH LOSSES OR DAMAGES, THEY AGREE THAT NEITHER PARTY WILL BE LIABLE FOR ANY COMMERCIAL LOSS; INCONVENIENCE; LOSS OF USE, TIME, DATA, GOOD WILL, REVENUES, PROFITS OR SAVINGS; OR OTHER SPECIAL, INCIDENTAL, INDIRECT, OR CONSEQUENTIAL DAMAGES IN ANY WAY RELATED TO OR ARISING FROM THIS CONTRACT, THE SALE OR USE OF THE DELIVERABLES OR SOFTWARE, OR THE PERFORMANCE OF SERVICES BY CONTRACTOR PURSUANT TO THIS CONTRACT. This limitation of liability provision survives the expiration or termination of the Contract and applies notwithstanding any contrary provision.

6. **City of NOVI hereby agrees to abide by the terms, conditions, limitations and restrictions contained in Exhibit III (Software License Agreement) of the Primary Contract and further agrees and acknowledges that:**

- a. The County of Oakland is purchasing and is thereby granted all personal, limited, non-transferable and non-exclusive Software licenses under the Primary Contract as more fully described in Section 3 of Exhibit III.
- b. City of NOVI will not be a Licensee of the Software under the Primary Contract.
- c. City of NOVI is a user of the Software under the Primary Contract.

7. **Exhibit IV – Maintenance Agreement of the Primary Contract, is hereby modified as follows:**

- a. Section 2.1 is hereby replaced with the following:
 - i. Fees for services under this Agreement are set forth in Amendment 3 to the Primary Contract (see Exhibit A).
- b. Section 3.3 is not applicable to this Contract.
- c. Schedule A – “7x24x365 Service – 4-hour On-Site Response Fee Schedule” shall be in accordance with Exhibits II & VI of the Primary Contract.
- d. Schedule A – “Spare Parts Kit – COUNTY Site Location(s)” is not applicable to this Contract.

The Parties hereby enter into this End User Contract as of the Effective

Date: Motorola Solutions, Inc.

City of NOVI

By: Mark Blaser

By: _____

Name: Mark Blaser

Name: _____

Title: Customer Support Manager

Title: _____

Date: 2.22.2022

Date: _____



OAKLAND COUNTY EXECUTIVE, L. BROOKS PATTERSON

COMPLIANCE OFFICE
PURCHASING

Compliance Office | Purchasing
248-858-0511 | purchasing@oakgov.com

Information Technology/Corporation Counsel

RLB

AMENDMENT OF CONTRACT 004698

AMENDMENT 03

AMENDMENT DATE: December 18, 2020

This AMENDMENT OF CONTRACT (hereafter this "Amendment") is made and entered into by and between the Contractor named and identified below, (hereafter "Contractor") and the COUNTY OF OAKLAND (hereafter "County") whose address is 2100 Pontiac Lake Rd, Waterford, MI 48328.

CONTRACTOR	ADDRESS
Emergency CallWorks	1900 International Park Dr Ste 300 Birmingham, AL 35243
Vendor Number: 20240	

The County and Contractor agree and acknowledge that the purpose of this Amendment is to modify as provided herein and otherwise continue the present contractual relationship between the Parties as described in their current contract with the same contract number as above.

In consideration of the extension of the mutual promises, representations, assurances, agreements, and provisions in the Contract and this Amendment, the adequacy of which is hereby acknowledged by the Parties, the County and Contractor hereby agrees to amend the current Contract as follows:

- 1.0 The County and Contractor agree that any and all defined words or phrases in the current Contract between the parties will apply equally to and throughout the amendment.
- 2.0 The Parties agree that any and all other terms and conditions set forth in the current Contract between the Parties shall remain in full force and effect and shall not be modified, excepted, diminished, or otherwise changed or altered by this Amendment except as otherwise expressly provided for in this Amendment.
- 3.0 Description of Change:

Add the following contract item as described below.
 Amendment 3 updating Exhibits V and VI
 Reflecting new pricing and extending the contract term to 1/31/2026

Extend the contract expiration date from 1/31/2021 to 1/31/2026

Add \$1,425,000.00 to the contract Not to Exceed (NTE) amount.
 The contract NTE will change from \$2,998,500.00 to \$4,423,500.00



COMPLIANCE OFFICE
PURCHASING

Compliance Office | Purchasing
248-858-0511 | purchasing@oakgov.com

For and in consideration of the mutual assurances, promises, acknowledgments, warrants, representations, and agreements set forth in the Contract and this Amendment, and for other good and valuable consideration, the receipt and adequacy of which is hereby acknowledged, the undersigned hereby execute this Amendment on behalf of the County, and Contractor and by doing so legally obligate and bind the County and Contractor to the terms and conditions of the Contract and this Amendment.

THE CONTRACTOR:

SIGN / DATE: Elizabeth Heintzman
Elizabeth Heintzman (Dec 18, 2020 12:09 CST)

Emergency CallWorks

THE COUNTY OF OAKLAND:

SIGN / DATE: Scott N. Guzy
Scott N. Guzy (Dec 18, 2020 13:07 EST)

Pamela L. Weipert, CPA CIA, Compliance Officer
or

Scott N. Guzy, CPPO, MBA, Purchasing Administrator

cmk

**THIRD AMENDMENT TO
CONTRACT NUMBER 004698**

THIS THIRD AMENDMENT TO CONTRACT NUMBER 004698 (“Amendment”) is made and entered into this ____ day of _____, 2020, by and among County of Oakland, Michigan (“County”) and Motorola Solutions., Inc. f/k/a Emergency CallWorks (“Contractor” or “Motorola”). Unless otherwise defined herein, all capitalized terms shall have the meaning set forth in the Agreement (as defined below).

RECITALS

A. WHEREAS, County and Contractor entered into that certain Contract Number 004698 effective February 1, 2016 (Agreement”), whereby Contractor agreed to provide and County agreed to purchase NG911 Call Processing Equipment, including hardware, software, implementation services (“System”) and maintenance services to the County as further described in the Agreement.

B. WHEREAS, the Agreement expires January 31, 2021 and the parties wish to amend the Agreement to extend the Term to January 31, 2026.

C. WHEREAS, in accordance with Section 2.2 of the Agreement, County and Contractor desire to memorialize the foregoing and to provide for other changes to the Agreement, all on the terms and conditions as set forth herein.

AGREEMENT


NOW THEREFORE, for and in consideration of the above premises, and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, County and Contractor hereto agree as follows:

1. Extension. Section 2.2 provides that the Agreement may only be extended by mutual written agreement. The parties agree to extend the Agreement to January 31, 2026 (“Extended Term”).
2. Contract Price. The total Contract Price for this Extended Term shall be \$2,591,389.46. This contract price shall be separated out by Oakland County Contract Pricing and Non-Oakland County Site Pricing.
3. Exhibit V - Oakland County Site Pricing. For the Extended Term, updated pricing for Exhibit V - Oakland County Total Site Pricing is \$1,422,218.62 and is attached hereto and incorporated herein by reference.
4. Exhibit VI – Non-Oakland County Site Pricing. For the Extended Term, updated pricing for Exhibit VI – Non-Oakland County Site Total Pricing is \$1,169,170.84 and is attached hereto and incorporated herein by reference.
5. Effective Date: The effective date of this Amendment shall be February 1, 2021.
6. References. All references to “Emergency Callworks” shall be revised to “Motorola Solutions, Inc.


5. Conflict/No Other Modifications. In the event of a conflict between the terms of this Amendment and the terms of the Agreement, this Amendment shall control. All other terms of the Agreement shall remain unchanged and remain in full force and effect.

IN WITNESS WHEREOF, the parties hereto have caused this Amendment to be signed by their authorized representatives as of the Effective Date.

Oakland County, Michigan

By: 
By: Scott N. Guzy (Dec 18, 2020 13:07 EST)
Name: Scott N. Guzy
Title: Admn Purchasing (001381)
Date: Dec 18, 2020

Motorola Solutions, Inc.

By: 
By: Elizabeth Heintzman (Dec 18, 2020 12:09 CST)
Name: Elizabeth Heintzman
Title: Area Sales Manager
Date: Dec 18, 2020

***This pricing is tied to a December 18th, 2020 signature**

Exhibit VI – Non-Oakland County Site Pricing

CHANGES IN SERVICE:

PSAP	Number of Positions	Years of Support	Current Expiration Date	New Expiration Date
Berkeley Dept. Of Public Safety	3	3 years / 6 months	7/11/2022	1/31/2026
Birmingham Police Dept.	3	3 years / 0 months	2/17/2023	1/31/2026
Bloomfield Hills Dept of PS	1.5	3 years / 9 months	4/19/2022	1/31/2026
Bloomfield Twp PD	4	3 years / 9 months	4/5/2022	1/31/2026
Farmington Hills PD	5	3 years / 8 months	5/21/2022	1/31/2026
Ferndale PD	3	3 years / 9 months	4/9/2022	1/31/2026
Hazel Park PD	2	3 years / 4 months	9/12/2022	1/31/2026
Madison Heights PD	4	3 years / 8 months	5/22/2022	1/31/2026
Novi Regional	4	3 years / 7 months	5/30/2022	1/31/2026
Oak Park Dept. of PS	2	3 years / 3 months	10/23/2022	1/31/2026
Rochester PD	2	3 years / 9 months	4/24/2022	1/31/2026
Royal Oak PD	5	3 years / 9 months	4/20/2022	1/31/2026
Southfield PD	6	4 years / 1 month	12/14/2021	1/31/2026
Troy PD	6	3 years / 4 months	9/13/2022	1/31/2026
Waterford Twp. PD	5	3 years / 8 months	6/1/2022	1/31/2026
West Bloomfield PD	5	3 years / 8 months	5/22/2022	1/31/2026
White Lake Twp. PD	2	3 years / 4 months	9/7/2022	1/31/2026
Oakland University	2	3 years / 4 months	9/24/2022	1/31/2026

PRICING CHANGES:

PSAP	Number of Positions	Software Licenses	Software support	Hardware Front Room	Hardware Back Room	Services Config	Services Install	Onsite Support	Hardware Warranty*	Sub-Total
Berkley Dept. Of Public Safety	3	\$0.00	\$0.00	\$6,364.80	\$14,611.50	\$1,320.00	\$11,898.10	\$18,900.00	\$1,850.85	\$54,945.25
Birmingham Police Dept.	3	\$0.00	\$0.00	\$9,807.30	\$10,200.00	\$1,320.00	\$11,762.55	\$16,200.00	\$1,176.90	\$50,466.75
Bloomfield Hills Dept of PS	1.5	\$0.00	\$0.00	\$3,944.85	\$12,053.85	\$440.00	\$5,033.31	\$10,125.00	\$1,411.65	\$33,008.66
Bloomfield Twp PD	4	\$0.00	\$0.00	\$14,606.40	\$9,384.00	\$1,760.00	\$15,421.75	\$27,000.00	\$2,116.80	\$70,288.95
Farmington Hills PD	5	\$0.00	\$0.00	\$18,258.00	\$14,314.00	\$2,200.00	\$19,564.55	\$33,030.00	\$2,874.00	\$90,240.55
Ferndale PD	3	\$0.00	\$0.00	\$9,807.30	\$11,432.50	\$1,320.00	\$11,927.40	\$20,250.00	\$1,874.10	\$56,611.30
Hazel Park PD	2	\$0.00	\$0.00	\$6,538.20	\$11,943.35	\$880.00	\$8,432.20	\$11,988.00	\$1,630.73	\$41,412.48
Madison Heights PD	4	\$0.00	\$0.00	\$10,011.30	\$11,495.40	\$1,320.00	\$11,957.08	\$19,818.00	\$1,897.65	\$56,499.43
Novi Regional	4	\$0.00	\$0.00	\$14,606.40	\$13,839.70	\$1,760.00	\$15,917.25	\$25,776.00	\$2,509.95	\$74,409.30
Oak Park Dept. of PS	2	\$0.00	\$0.00	\$7,303.20	\$15,103.65	\$880.00	\$8,868.71	\$11,700.00	\$1,977.08	\$45,832.64
Rochester PD	2	\$0.00	\$0.00	\$6,066.45	\$10,047.00	\$880.00	\$8,168.85	\$13,500.00	\$1,421.78	\$40,084.08
Royal Oak PD	5	\$0.00	\$0.00	\$16,345.50	\$11,660.30	\$2,200.00	\$19,056.76	\$33,750.00	\$2,471.10	\$85,483.66
Southfield PD	6	\$0.00	\$0.00	\$21,909.60	\$15,736.05	\$2,640.00	\$23,317.24	\$44,064.00	\$4,428.90	\$112,095.79
Troy PD	6	\$0.00	\$0.00	\$19,997.10	\$13,460.60	\$2,640.00	\$22,851.51	\$35,964.00	\$2,952.15	\$97,865.36
Waterford Twp. PD	5	\$0.00	\$0.00	\$17,454.75	\$12,797.60	\$2,200.00	\$19,306.59	\$33,030.00	\$2,669.33	\$87,458.27
West Bloomfield PD	5	\$0.00	\$0.00	\$18,551.25	\$10,047.00	\$2,200.00	\$19,122.64	\$33,030.00	\$2,523.38	\$85,474.27
White Lake Twp. PD	2	\$0.00	\$0.00	\$7,303.20	\$10,521.30	\$880.00	\$8,359.13	\$11,988.00	\$1,572.75	\$40,624.38
Oakland University	2	\$0.00	\$0.00	\$7,889.70	\$14,441.50	\$880.00	\$9,200.12	\$11,988.00	\$1,970.40	\$46,369.72
Non-Oakland County Site Totals		\$0.00	\$0.00	\$216,765.30	\$223,089.30	\$27,720.00	\$250,165.74	\$412,101.00	\$39,329.50	\$1,169,170.84

*Extended Hardware Warranty can only be purchased if Hardware Refresh is purchased. Current Hardware Warranty expires on date shown on above "Changes in Service" table.

**Software Support & Onsite Support must be purchased on or prior to support expiration date shown on the above "Changes in Service" table and must be paid, in one lump sum, within 30 days after the applicable expiration date shown on the above "Changes in Service" table.

*** CallWorks software will be supported with or without a hardware refresh as long as the customer is current on their software support maintenance agreement. In a geo-diverse solution, if one psap opts in for a hardware refresh, and one does not, or if hardware refreshes are installed at different times, it will not affect the functionality of the software.

- Payment Schedule for Hardware Refresh & Hardware Warranty Purchase (due net 30 days upon invoice):**
- 20% upon order of the hardware
 - 30% upon County's receipt of hardware at an agreed upon location
 - 30% at Data Center/PSAP Install
 - 20% at Re-acceptance

***This pricing is tied to a December 18th, 2020 signature**

		Pos. Count	Site Name:	Outbound Text			
		4	Novi Regional	no			
		Yrs. Spt.	Solution being Delivered:				
		3.58	Hardware Refresh &				
Qty	Part Number	Telecom / Position / Host Hardware (100)	Unit Price	U/M	Est. Price	OFFER Price	
4	ECX100101	WKS PC, Dual Video, Bob RAM	\$1,512.00	EA	\$6,048.00	\$5,140.80	
8	ECX100103	MONITOR, 22W" FP, BLK	\$450.00	EA	\$3,600.00	\$3,060.00	
4	ECX100001-NS	AUDIO INTERFACE UNIT (AIU)	\$1,350.00	EA	\$5,400.00	\$4,590.00	
4	ECX100201	VoIP Phone	\$345.00	EA	\$1,380.00	\$1,173.00	
4	ECX100204	Keypad, Genovator 24 Keypad DTP	\$189.00	EA	\$756.00	\$642.60	
4	ECX100311	Media Gateway, 8 port FXO to SIP (Admin/Rinodown)	\$1,085.00	EA	\$4,340.00	\$3,689.00	
2	ECX100316	Rack Shelf, Media Gateway (FXO), 2U, 2 GW per Shelf	\$61.00	EA	\$122.00	\$103.70	
Hardware Sub-Total					\$21,646.00	\$18,399.10	
Part Number	Software Components (200)	Unit Price	U/M	Est. Price	OFFER Price		
4	ECX200001	CALLSTATION License	\$13,000.00	EA	\$52,000.00	\$0.00	
16	ECX200022	VIRUS PROTECTION, WKS. - per Pos. / per YEAR	\$98.00	EA	\$1,568.00	\$0.00	
Software Sub-Total					\$53,568.00	\$0.00	
Part Number	Staffing and Configuration Services (400)	Unit Price	U/M	Est. Price	OFFER Price		
16	ECX400004	CONFIG/STAGING, Per Hour	\$110.00	UN	\$1,760.00	\$1,760.00	
Configuration Services Sub-Total					\$1,760.00	\$1,760.00	
Part Number	Network and Misc. Hardware and Equipment (500)	Unit Price	U/M	Est. Price	OFFER Price		
2	ECX500003	SWITCH, 24-PORT POE, 1/10/100	\$2,875.00	EA	\$5,750.00	\$4,887.50	
1	ECX500007-R	MISC. MAT., CABLES, RMTL., LOT	\$780.00	EA	\$780.00	\$663.00	
1	ECX500017	IP to Serial Dist., 16 port	\$3,500.00	EA	\$3,500.00	\$2,975.00	
2	ECX500105	PDU, Rack Mount, Horiz., 8 ports - 1U 15A 100/120V (NEMA 5-15)	\$895.00	EA	\$1,790.00	\$1,521.50	
Peripherals / Network Sub-Total					\$11,820.00	\$10,047.00	
Part Number	System Services (600, 700, 800)	Unit Price	U/M	Est. Price	OFFER Price		
8	ECX700001	PROJECT MANAGEMENT, UNIT	\$990.00	EA	\$7,920.00	\$7,524.00	
1	ECX700002	SYSTEM INSTALLATION, PRIMARY	\$6,481.96	UN	\$6,481.96	\$6,157.86	
1	ECX800001	SYSTEM ENGINEERING, Lot	\$2,353.04	UN	\$2,353.04	\$2,235.39	
Professional Services Sub-Total					\$19,888.23	\$15,917.25	
TOTAL NR Charges:					\$108,682.23	\$46,123.35	
Part Number	Recurring Maintenance Charges (900)	Unit Price	U/M	Est. Price	OFFER Price		
0.9	ECX900000	SYSTEM SUPPORT, 4 YEAR	\$32,140.80	EA	\$28,926.72	\$0.00	
3.58	ECX900004	ONSITE MAINTENANCE, per YEAR	\$7,200.00	EA	\$25,776.00	\$25,776.00	
3	ECX900005	EXTENDED WARRANTY, per YEAR (2-5)	\$836.65	EA	\$2,509.95	\$2,509.95	
Sub-Total Recurring Charges:					\$57,212.67	\$28,285.95	
TOTAL COST OF OWNERSHIP:					3.58 YEAR(s)	\$165,894.90	\$74,409.30

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		Pos. Count	Site Name:	Outbound Text			
		2	Oak Park Dept. of PS	no			
		Yrs. Spt.	Solution being Delivered:				
		3.25	Hardware Refresh &				
Qty	Part Number	Telecom / Position / Host Hardware (100)	Unit Price	U/M	Est. Price	OFFER Price	
2	ECX100101	WKS PC, Dual Video, Bob RAM	\$1,512.00	EA	\$3,024.00	\$2,570.40	
4	ECX100103	MONITOR, 22W" FP, BLK	\$450.00	EA	\$1,800.00	\$1,530.00	
2	ECX100001-NS	AUDIO INTERFACE UNIT (AIU)	\$1,350.00	EA	\$2,700.00	\$2,295.00	
2	ECX100201	VoIP Phone	\$345.00	EA	\$690.00	\$586.50	
2	ECX100204	Keypad, Genovator 24 Keypad DTP	\$189.00	EA	\$756.00	\$631.30	
1	ECX100312-1	Media Gateway, 4 Port FXS to SIP (Stadon Rac)	\$610.00	EA	\$610.00	\$518.50	
Hardware Sub-Total					\$9,202.00	\$7,821.70	
Part Number	Software Components (200)	Unit Price	U/M	Est. Price	OFFER Price		
2	ECX200001	CALLSTATION License	\$13,000.00	EA	\$26,000.00	\$0.00	
8	ECX200022	VIRUS PROTECTION, WKS. - per Pos. / per YEAR	\$98.00	EA	\$784.00	\$0.00	
Software Sub-Total					\$26,784.00	\$0.00	
Part Number	Staffing and Configuration Services (400)	Unit Price	U/M	Est. Price	OFFER Price		
8	ECX400004	CONFIG/STAGING, Per Hour	\$110.00	UN	\$880.00	\$880.00	
Configuration Services Sub-Total					\$880.00	\$880.00	
Part Number	Network and Misc. Hardware and Equipment (500)	Unit Price	U/M	Est. Price	OFFER Price		
1	ECX500002-PR	POS. BASED REC KIT - 4 Port	\$350.00	EA	\$350.00	\$297.50	
2	ECX500003-B	SWITCH, 8-PORT POE, 10/100/1000	\$1,143.00	EA	\$2,286.00	\$1,943.10	
2	ECX500003	SWITCH, 24-PORT POE, 1/10/100	\$2,875.00	EA	\$5,750.00	\$4,887.50	
1	ECX500007-R	MISC. MAT., CABLES, RMTL., LOT	\$780.00	EA	\$780.00	\$663.00	
1	ECX500009-1	PRINTER	\$558.00	EA	\$558.00	\$474.30	
1	ECX500017	IP to Serial Dist., 16 port	\$3,500.00	EA	\$3,500.00	\$2,975.00	
1	ECX500017-B	IP to Serial Dist., 8 Port, Remote	\$1,250.00	EA	\$1,250.00	\$1,062.50	
3	ECX500105	PDU, Rack Mount, Horiz., 8 ports - 1U 15A 100/120V (NEMA 5-15)	\$895.00	EA	\$2,685.00	\$2,282.25	
Peripherals / Network Sub-Total					\$17,159.00	\$14,585.15	
Part Number	System Services (600, 700, 800)	Unit Price	U/M	Est. Price	OFFER Price		
4	ECX700001	PROJECT MANAGEMENT, UNIT	\$990.00	EA	\$3,960.00	\$3,762.00	
1	ECX700002	SYSTEM INSTALLATION, PRIMARY	\$3,943.83	UN	\$3,943.83	\$3,746.63	
1	ECX800001	SYSTEM ENGINEERING, Lot	\$1,431.66	UN	\$1,431.66	\$1,360.08	
Professional Services Sub-Total					\$11,248.71	\$8,868.71	
TOTAL NR Charges:					\$65,273.71	\$32,155.36	
Part Number	Recurring Maintenance Charges (900)	Unit Price	U/M	Est. Price	OFFER Price		
0.81	ECX900000	SYSTEM SUPPORT, 4 YEAR	\$16,070.40	EA	\$13,017.02	\$0.00	
3.25	ECX900004	ONSITE MAINTENANCE, per YEAR	\$3,600.00	EA	\$11,700.00	\$11,700.00	
3	ECX900005	EXTENDED WARRANTY, per YEAR (2-5)	\$659.03	EA	\$1,977.08	\$1,977.08	
Sub-Total Recurring Charges:					\$26,694.10	\$13,677.08	
TOTAL COST OF OWNERSHIP:					3.25 YEAR(s)	\$91,967.81	\$45,832.64